

## Message Text

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ORIGIN PM-05

INFO OCT-01 AF-10 NEA-10 ISO-00 EB-08 COME-00 DODE-00  
ACDA-12 AID-05 TRSE-00 OMB-01 L-03 MCE-00 SS-15  
SP-02 CIAE-00 INR-10 NSAE-00 NSC-05 /087 R

DRAFTED BY PM/SAS:COCECIL:RG  
APPROVED BY PM/SAS:HMCELROY  
AF/E:KWAUCHOPE  
DOD/DSAA:GRUDD  
DESIRED DISTRIBUTION  
COMMERCE

-----024476 090038Z /61

R 082052Z MAR 78  
FM SECSTATE WASHDC  
TO AMEMBASSY KHARTOUM  
INFO AMEMBASSY JIDDA

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E.O. 11652: N/A

TAGS: MASS, SU

SUBJECT: SALE OF FIELD ENGINEERING EQUIPMENT TO SUDAN

REF: KHARTOUM 602

1. ENGINEERING EQUIPMENT MAY BE PURCHASED EITHER THROUGH  
FMS OR REGULAR COMMERCIAL CHANNELS. IF GOS WISHES PURSUE  
COMMERCIAL SOURCES, IT SHOULD DIRECT ITS DEFENSE ATTACHE  
TO APPROACH COMMERCIAL MANUFACTURERS DIRECTLY FOR COST  
ESTIMATES. DEPARTMENT OF COMMERCE AND DEFENSE WOULD BE  
GLAD TO ASSIST IN PROVIDING NAMES OF RELEVANT MANUFACTURERS  
IN RESPONSE TO REQUEST FROM ATTACHE. IN LIGHT OF URGENCY  
SUDANESE ATTACH TO ENGINEERING EQUIPMENT REQUEST, IT  
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WOULD BE QUICKER FOR THEM TO CONTRACT DIRECT WITH COM-  
MERCIAL SOURCES FOR THESE READILY AVAILABLE ITEMS, AND WE  
WOULD RECOMMEND DIRECT COMMERCIAL PROCUREMENT ON THIS BASIS.

2. IF GOS PREFERS TO PURCHASE VIA FMS, WE WOULD GIVE  
FAVORABLE CONSIDERATION TO A GOS REQUEST TO PURCHASE FIELD  
ENGINEERING EQUIPMENT, AND WOULD AUTHORIZE DOD TO PROVIDE

P AND B DATA IN RESPONSE TO SPECIFIC LIST FROM GOS.  
FOLLOWING DEPARTMENT AUTHORIZATION, PREPARATION OF P AND B  
DATA WOULD TAKE APPROXIMATELY 30 DAYS. IF PURCHASED VIA  
FMS, SALE WOULD NOT BE EXEMPTED FROM SALES CEILING, BUT WE

PRESUME THAT ORDER WOULD NOT BE SO LARGE THAT IT COULD NOT  
BE CONSIDERED AMONG FY 78 OR FY 79 SALES.

3. FOR PURPOSES OF REFINING ITS WANTLIST, EMBASSY COULD  
PROVIDE GOS VERY GENERAL COST ESTIMATES OF ENGINEERING  
EQUIPMENT INCLUDED IN APPENDIX E, TAB 3, OF SUDAN SURVEY  
REPORT. WE HAVE NO OBJECTION TO EMBASSY EXTRACTING THIS  
COST INFORMATION FOR PRESENTATION TO GOS WITH FOLLOWING  
CAVEATS:

A. PRICES ARE ROUGH ORDER OF MAGNITUDE BASED ON SUMMER  
1977 PRICE ESTIMATES.

B. PRICES ARE MAJOR END ITEMS ONLY. ADD 15-25 PERCENT  
FOR SPARES, AND 3 PERCENT ADMIN CHARGE IF PURCHASED VIA  
FMS. THERE WILL ALSO BE CHARGES FOR PACKAGING, CRATING,  
HANDLING, TRANSPORTATION AND TRAINING. A GENERAL RULE OF  
THUMB IS THAT ALL OF THESE ADDITIONAL COSTS, INCLUDING  
SPARES--WHICH ARISE REGARDLESS OF WHETHER SALE IS FMS CASE  
OR DIRECT COMMERCIAL BUY--MAY ADD AN ADDITIONAL FIFTY  
PERCENT TO COST OF MAJOR END ITEM ALONE.  
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4. BECAUSE CURRENT COST ESTIMATES ARE LIKELY TO VARY FROM  
COSTS CITED IN SURVEY, WE DEEM IT PRUDENT THAT GOS AWAIT  
RECEIPT OF CURRENT DATA BEFORE INITIATING DISCUSSIONS  
WITH POTENTIAL FUNDING DONORS, LEST LATER UPWARD REVISION  
OF COST ESTIMATES GIVE RISE TO MISUNDERSTANDING.  
VANCE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** ENGINEERING, EQUIPMENT, MILITARY SALES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 08 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE059592  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** COCECIL:RG  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780105-0364  
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**Message ID:** 9fef0fcb-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN PM  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 KHARTOUM 602  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 28 apr 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3399952  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** SALE OF FIELD ENGINEERING EQUIPMENT TO SUDAN  
**TAGS:** MASS, SU  
**To:** KHARTOUM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/9fef0fcb-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
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